



August 22, 2018
Living Classrooms
Founders Room at the Frederick Douglass-Isaac Myers Maritime Park
1417 Thames Street, Baltimore
9:00am-11:00am

Cabinet Members:

R. Michael Gill, Secretary, Department of Commerce, Chair
Ken Holt, Secretary, Maryland Department of Housing and Community Development (DHCD)
Jim Rzepkowski, Assistant Secretary for Kelly Schulz, Secretary, Department of Labor, Licensing and Regulation (DLLR)
Jeff Fretwell, Legislative and Intergovernmental Director for Ben Grumbles, Secretary, Department of Environment (MDE)
Mark Crampton, Assistant Secretary, for Pete Rahn, Secretary, Department of Transportation (MDOT)
Robert McCord, Acting Secretary, Department of Planning

Guests:

Michael Higgs, Director of Assessments and Taxation (SDAT)
Wendi Peters, Special Secretary, Office of Smart Growth
Yesim Karaman, Office of the Governor
Mike Morello, Governor's Office of Performance Improvement (GOPI)
Kendrick "Rick" Gordon, Governor's Office of Rural Broadband
Steve Bountress, Living Classrooms
Tim Pula, Beatty Development Group
John Renner, Cross Street Partners
Earl Lewis, Deputy Secretary, MDOT
Corbett Webb, SDAT
Brad Wolters, DHCD
Brady Walker, Department of Commerce
Steve Pennington, Department of Commerce
Julie Woepke, Department of Commerce
Sharon Markley, Department of Commerce
Gregory Derwart, Department of Commerce
Andrea Salizzoni, Department of Commerce
Jayson Knott, Department of Commerce
Kris Shock, Department of Commerce
Kate Daily, Department of Commerce

I. Call to Order

Secretary Gill called the meeting to order and welcomed Cabinet members and guests. He thanked Steve Bountress and Living Classrooms for graciously hosting the meeting. Secretary Gill also noted that the Cabinet is doing a lot of good work and have many good programs and initiatives in the works.

II. Welcome and Living Classrooms Update

Mr. Steve Bountress, Vice President of the Living Classrooms Foundation, welcomed the Cabinet and expressed his appreciation for being selected as the host of the meeting. He stated the mission of Living Classrooms is to strengthen communities and inspire young people to achieve their potential through hands-on education and job training, using urban, natural, and maritime resources as "living classrooms." Mr. Bountress cited Living Classrooms Foundation promotes economic longevity. He highlighted several of the Foundation's properties and programs located in Baltimore City. He concluded by reporting the Foundation has paired up with Project Serve to foster "rapid attachments" to fruitful working environments for returning citizens in an effort to reduce recidivism rates.

Mr. Bountress answered questions of the Cabinet which included metrics of the effectiveness and success of programs. Secretary Holt requested further information.

III. Review and approval of June 22, 2018 Minutes

Upon motion duly made and seconded, the minutes of the June 22, 2018 meeting were approved.

IV. Chair Update

Secretary Gill thanked Mr. Bountress for the presentation and focused his comments on the positive development occurring in the state. He referenced positive community, industry, tourism, workforce, business and economic development which is reinforcing the "Open Business" campaign. The positive developments reflect good customer service and an attractive business climate for out-of-state prospects. The Secretary noted the creation of Federal Opportunity Zones offers an opportunity to attract the six (6) trillion dollars in assets available. He cited relevant efforts that support the positive developments including the implementation of a new Howard Community College Workforce Program, new trade apprenticeships, top ranking cyber programs, life science initiatives, and, notably, the major tourism boost brought by the world famous Baltimore Symphony Orchestra.

V. Select Baltimore City Development Projects Update

Mr. Tim Pula of Beatty Development Group and Mr. John Renner of Cross Street Partners provided updates on three (3) major development projects underway in Baltimore City. First, Mr. Pula provided an update on the transformative 27 acre Harbor Point development which

incorporates a portion of the former Allied Chemical Chromium Plant brownfield. The mixed use project will include new hotels, office, residential and open leisure areas. Mr. Pula provided graphic designs of the development including tourist-friendly amenities.

Mr. Renner then discussed the reconfiguration of Baltimore Penn Station which will include creating innovative parking areas for travelers to alleviate the backup of incoming traffic. To make this new station more user-friendly, the new concourse will be located on the opposite of the tracks and will have a variety of retail shops and spacious public areas for Amtrak customers. Adjacent to the station, he described proposed residential, office and hotel uses. Mr. Renner attributed their inspiration for the new development to Denver Union Station.

Mr. Pula concluded the presentations by outlining a development plan of Perkins Somerset Oldtown. With its location close to the Johns Hopkins medical campus, the focus is on delivering secure housing for lower income communities while providing access to office space, a new elementary school, and recreational space for residents. They concluded by stating that the goal of these developments is to change what people think about Baltimore city and try to “sell” Baltimore to be a safe, family-friendly place to be.

Mr. Pula and Mr. Renner took questions of the Cabinet. (Presentation on file.)

VI. Cabinet Workgroups

a. Customer Service Workgroup

Mr. Greg Derwart, Managing Director, Administration and Customer Experience and Mr. Mike Morello, Director, Governor’s Office of Performance Improvement presented an update on the Customer Service liaisons meeting. At this meeting, the liaisons were introduced to “journey mapping,” a tool that assists in tracking constituent interaction with the agency through each step until a resolution is reached. Mr. Derwart noted that he is looking into information on constituent services with the Governor’s Office and plans to include some findings on overall service and response time for the upcoming release of the Annual Report. Mr. Derwart reiterated the upcoming deadlines for the Report.

Mr. Derwart then discussed CS→CX, moving forward from not only providing good customer service, but to providing great overall customer experience. He cited this new initiative by referencing the upcoming CX day on October 2nd, 2018. Internally, Mr. Derwart is focusing on making positive changes to new employee onboarding and providing a new statewide training video. At the end of this presentation, Secretary Gill inquired about producing a thirty second video about these efforts from the Governor’s Office. Secretary Gill thought it would be a good opportunity to reinforce the State’s “Open for Business” Campaign. (Presentation on file.)

b. Workforce Workgroup

Ms. Sharon Markley, Director, Education & Innovation, Strategic Industries and Entrepreneurship, presented updates on current efforts of the Workforce Workgroup. Ms. Markley focused on the new “Maryland Workforce Expressway,” a user-friendly webpage that is distinguishable from state agency websites and provides easy navigation. This new

“Expressway,” aims to bridge the gap between Maryland businesses and a skilled workforce. This webpage compiles all employment, training, and educational sources that a potential employee may need into one place. Conversely, Ms. Markley notes that it also serves as a platform for employers to find specially trained workers and pinpoint competitive candidates for open positions. (Presentation on file.)

c. Job Creators Workgroup

In lieu of Deputy Secretary Wu’s absence, Julie Woepke, Executive Director, Maryland Economic Development Commission and Commerce Cabinet, provided updates for the Job Creators Workgroup. Through interactive mapping, Ms. Woepke provided a snapshot of updated job creator projects across Maryland as collected by Department of Commerce Regional Business Development Representatives. The Cabinet reviewed the job creators list and map, discussed future updates and the potential of layering the map with other GIS maps such as the Opportunity Zones Map. There was a suggestion made to make the interactive map open to the public.

VII. Business Development Activity

Mr. Steve Pennington, Managing Director, Business and Industry Sector Development, and Jayson Knott, Senior Director, Business & Industry Sector Development, provided a brief update on Business Development. Mr. Pennington reported that since the last meeting on June 22nd, there have been 1,203 new and retained jobs in Manufacturing, Life Sciences, and Distribution industries – a 56% increase over prior period. Additionally, he named several recent business wins, including Delaware Elevator, Paul Frederick, The Container Store, Intralox, and Autolus. Mr. Pennington concluded by reviewing upcoming announcements and projects and reiterated the importance of “pipeline progress.” (Presentation on file.)

VIII. Good of the Order

Highlights from secretaries or their designees included: completion of all transportation structure repairs by the end of the year and a I-495/270 partnership communication plan has been completed; Project C.O.R.E. (Creating Opportunities for Renewal and Enterprise) funding will continue for an additional four (4) years; successful conference was held and there is strong interest in the Federal Opportunity Zones and funds; reinforcement of the Open for Business Campaign; new 20 year State Development Plan is underway; US Census outreach is occurring; Maryland has been selected by the National Governor’s Association to participate in an “On Demand” Workforce study; the State has reached 10,000 registered apprentices and new occupational training is available in prisons; and nutrient trading program in underway for the first time in state history.

IX. Adjournment

There being no further discussion and upon motion duly made and seconded, the meeting was adjourned at 11:10am.